



February 10, 2012

Washington County Board of Supervisors
Municipal Center, Building B
383 Broadway, Fort Edward, New York 12828

Dear Supervisors,

On behalf of *Glens Falls Hospital* and *Fort Hudson Health System* we are excited to inform you of our recently amended proposal for the Acquisition of Washington County Home Care programs. Our respective organizations, with a long history of collaborative approaches to meeting the needs of our community, have proposed to the Health Committee a Joint Venture Enterprise which combine in equal measure our collective strength, experience and local presence.

As you are aware, the home care environment is in a state of volatility. No longer viewed as programs in isolation, the myriad of health care and supportive programs must work in an integrated and collaborative manner in order to fully achieve the goals of improved community health outcomes, the efficient use of resources, and advancement of our not-for-profit ideals. Our Joint Venture proposal adapts the very best attributes from each partner, and provides assurance to Washington County that the objectives developed and prioritized by the Board of Supervisors are fully realized. To that end, we have recommitted ourselves to serving the full expanse of the County, maintaining the strength of the existing workforce, and providing full support to the successful operation of each of the three distinct programs.

Thank you for your ongoing diligence and the consideration given to this unique and exciting opportunity. Collectively, Glens Falls Hospital and Fort Hudson Health System represent the very best in service delivery experience and responsiveness to community needs. It would be our distinct pleasure to continue the great work of Washington County into the future.

Sincerely,

Andrew Cruikshank
Chief Executive Officer
Fort Hudson Health System, Inc.

David G. Kruczynski
President and CEO
Glens Falls Hospital